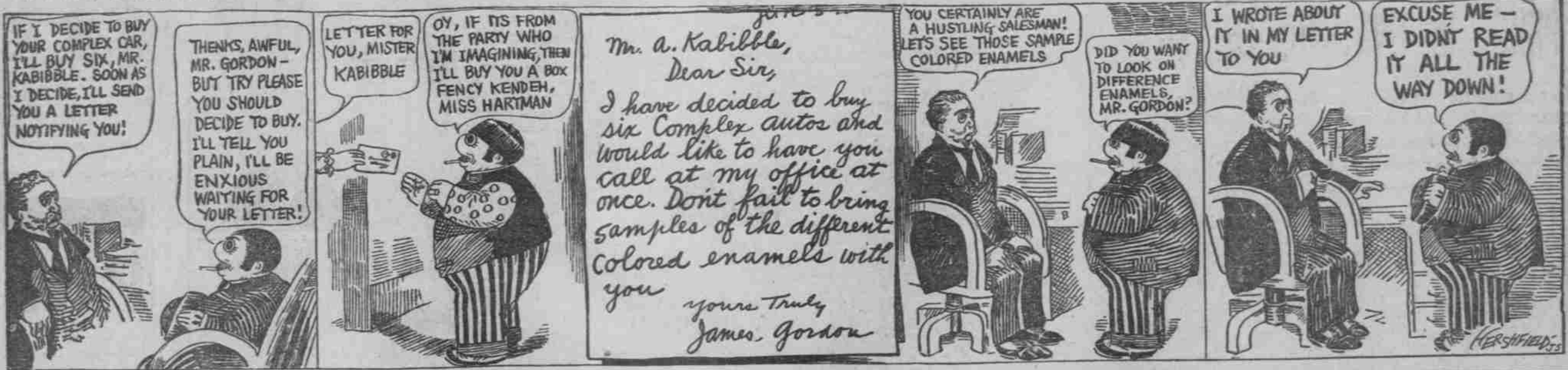


ABIE THE AGENT

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ONLY READ THE FIRST PARAGRAPH



AUTO SHOW VISITORS DISPLAY GENERAL KNOWLEDGE OF CARS

The Attendance at Big New York Show Breaks All of Previous Records; Over 300 Cars Are Shown at Prices Which Ranged From \$395 to \$12,000; Most Expensive Car Sells Quickly.

BOTH the Chicago and New York automobile shows are held under the auspices of the National Automobile Chamber of Commerce and the exhibits at the New York show, closing today, will all be seen by the El Paso delegation at the Chicago show, so a short description of the Gotham exhibits may not be out of place.

A special correspondent of the Los Angeles Times wired his paper from New York:

"Just think, all of these people are paying fifty cents apiece for the privilege of coming here just to see where to buy. Talk about prosperity in the motor car business."

With these words, R. T. Hodgkins, general sales manager of the Studebaker corporation, leaned against a handy pillar and let his eye rove from the \$12,000 gold chassis on its purple platform to the crowd which was going past, at the sixteenth annual automobile show in the Grand Central palace.

Different From Other Shows.

"There's one thing about the show this year that differentiates it from the others. It is the absence of the limousine fitted up with drawing room curtains and chairs and all that flimsy sort of thing. Last year there were any number of such cars, and one of them was so elaborate that when a salesman was showing it one man, after a long inspection of the interior, asked: 'Which way do you get to the billiard room?'"

All cars, even those upholstered in

Some Facts About New York Auto Show

Number of cars exhibited, 300.
Exhibitors, 57: 40 gasoline and 7 electric.
Total value of exhibits, \$2,500,000.
Number of accessory exhibitors, 210.
Highest priced car, \$12,000.
Highest priced car for all around service, \$3990.
Lowest priced car exhibited, \$395.
Twelve-cylinder cars shown for the first time.
El Paso visitors to the Chicago show will see all these exhibits and others.

perishable striped velvets—and there's one, a Hudson car, modestly done in wide black and white stripes—suggest practicality. There is increasing indication that the motor car is gaining in comfort and losing in gaudiness of interior fitting.

Visitors Are Observant.
Never in the history of automobile shows has the average person shown as much general knowledge about automobiles as this year. Most of those who attend the exhibition are thoroughly conversant with the technical details of motor car manufacture. It is impossible to even roughly esti-

mate the volume of actual business transacted since the opening of the show. It can truthfully be said, however, that more actual business was done in the first two days than was ever before recorded in the first two days.

It has been estimated that upward of 35,000 persons have attended the show thus far (Monday). This means that the records established last year are being shattered every minute the doors are open and there is every reason to believe that by Saturday night, when the show closes, more than 120,000 will have inspected the motor cars and accessories on view.

Importers' Salon Opens.
Fine examples of motor construction and body building by some of the leading automobile manufacturers of the United States and Europe were revealed at the opening of the annual importers' salon at the Astor hotel, England, France, Italy, Austria and the United States are represented among the scores of different makes of high grade cars which are included in this year's salon. This salon is the only motor car show of international character to be held this year, the famous exhibitions formerly held each season in the big European cities being postponed on account of the war.

A happening not on the program marked the opening of the auto salon in the grand ballroom of the Hotel Astor Monday. It was the sale of the first car after the first visitors had found their way into the salon, of the most expensive car in either show. The price of the car was \$12,000 and it is the highest price paid for a car offered for sale in the regular way for many years.

Cars made to special order have gone higher, but such instances are comparatively few in number. The car for which \$12,000 was paid was a Rolls-Royce Phantom, an English make, with the body of Barker, an English designer. It is a big blue car, palatial in every respect.

PRIZES FOR SUGGESTIONS.
Addressing a gathering of over 4000 employees of the Chrysler Motor company, on December 21, Hugh Chrysler announced that a Chrysler "six-36" touring car will be given to the employee turning in the most valuable suggestion to the company during the next six months. The car will be awarded for the suggestion which best indicates how money can be saved in the operation of the big Chrysler plant. In addition, each prize of \$500 will again be divided among employees turning in the next best suggestions.

OVERLAND CO. URGES DEALERS TO ATTEND CHICAGO AUTO SHOW

Approves The Herald's Excursion and Offers Trip to Their Factory; Two More Maxwell Men Join Party; Elmore Will Spread the News of Trip Among the Arizona Dealers; Big Party Now Assured.

THE OVERLAND factory has taken cognizance of the Herald's excursion of southwestern automobile dealers to the Chicago show, which opens January 12, and the sales department has written Mr. Bannell, manager of the El Paso-Overland Auto company, their southwestern distributors, urging that all Overland dealers and subdealers take advantage of the low rate and attend the show.

As a special inducement, the factory will take all Overland dealers on a special train from the show at Chicago to the big factories at Toledo and the dealers will be guests of the factory from the time they leave Chicago until they return there.

The Willys-Overland company commends the action of the Herald in getting a low return fare and arranging for the excursion.

The Maxwell factory made a similar offer to its dealers about ten days ago and it is possible that other factories will make similar propositions to their representatives.

Two More Maxwell Men.
Two additions were announced Friday to the list for the Maxwell party on the excursion. A. H. Gilchrist, known to his intimates as "Don" and C. E. O'Meara, whose "handle" in the Maxwell sales force is "Maxie," are to join the party here. They are factory representatives of the Maxwell in this territory and it is whispered that Mr. O'Meara will be accompanied by a mysterious party. Further information was declined at the Maxwell offices here, but the Maxwell dealers are pinned another big surprise when the train gets under way.

The Buick Motor Car company is making a special effort to get up a Maxwell party to occupy a whole sleeping car and state that the replies from the different subdealers are very satisfactory.

A. H. Elmore, general manager of the Oakland Auto Sales company, will leave for Arizona points on Tuesday in the interests of the Oakland and while in the west he will put in a few good words for the excursion and he expects to have several of the Oakland subdealers along with him when the train pulls out for the Chicago show.

Urges Overland Men to Go.

F. M. Bannell, of the Overland, says that the generous offer of the factory will result in a large number of Overland subdealers making the trip and special letters carrying the news of the factory offer and urging all dealers to make the trip went forward today. It is likely that the Overland party will number about ten persons so it is up to the other distributors to hustle for a good showing.

The Herald's party will leave El Paso on the Golden State limited January 21, according to present plans. They will travel in two or more special sleeping cars. Those cars will be detached from the regular train at Kansas City the following night and will be picked up on Sunday afternoon by

YOU CERTAINLY ARE A HUSTLING SALESMAN! LET'S SEE THOSE SAMPLE COLORED ENAMELS



DID YOU WANT TO LOOK ON DIFFERENCE ENAMELS, MR. GORDON?



I WROTE ABOUT IT IN MY LETTER TO YOU



EXCUSE ME - I DIDN'T READ IT ALL THE WAY DOWN!



GOV. HUNT BOOSTS THE WORK OF PRISONERS ON ROADWAYS

"Since the practice of employing prisoners on highways has been delayed in Arizona over three years ago the advantages of the system have become increasingly apparent," states Governor George W. P. Hunt in a letter to the national committee on Prisons and Prison Labor. Continuing the governor says:

"At present more than half of Arizona's prisoners are employed in highway and bridge construction camps. In addition to the fact that the utilization of prison labor in this way affords healthful employment for the men and encourages the upbuilding of character, it has been found that road and bridge construction accomplished under this plan is more thorough than that which can be obtained with day labor, chiefly for the reasons that the prisoners are kept steadily at one branch of work and become proficient therein, whereas day labor proves to be more or less transient."

"The cost of prison road construction as compared with that performed under contract, does not vary materially, except in the quality of the work done. The preceding statement, however, does not apply to those road and bridge camps where honor men without guards are employed. In such camps the expense is so materially reduced as to constitute in itself an additional endorsement of prison labor."

"The plan of employing prisoners on highways, generally speaking, has worked out admirably in Arizona and now receives the hearty endorsement of those officials under whose immediate supervision the roads and bridges are built. It has proved to be both humane and practical."

NATIONAL "12" IS DELAYED EN ROUTE

"I very much regret that a mistake in shipping directions has delayed the arrival of the new National '12,' which so many persons are anxious to see," said F. J. Garrett, of the Elliott-Garrett company, on Friday, "but we have telegraphic advices from the factory that the trouble has been straightened out and that we can expect the cars here very quickly."

The requests for demonstrations of the new "12" have been so numerous that the Elliott-Garrett company has had to arrange a special record and when the cars arrive these demonstrations will be made in the order the requests are received.

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REAL BARGAINS

Closing Out Our Entire Stock of Used Cars at Your Own Price.

1914 Studebaker, Electric Lights and Starter, Tires in Good Condition. Terms to Suit. \$350

1915 Hupmobile 1913 Hupmobile

1916 Dodge 1914 Overland

1914 Reo Roadster 1914 Ford

Five Fords in stock at prices ranging from \$100 to \$300. 25 other cars at bargain prices.

These cars are guaranteed in good mechanical condition. Open all day Sunday. Terms to suit.

LONDENER

Formerly Auditorium Garage. 322 MILLS ST.

WHERE TO BUY

Automobiles

AND

ACCESSORIES

BORDERLAND AUTO SUPPLY CO.

LEE TIRES PLAIN AND PUNCTURE PROOF

THE QUALITY TIRE CORNER MYRTLE AND KANSAS

Republic Hand-Made—5000 Miles Guarantee.

Tires ELK AUTO SUPPLY CO.,

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SAXON SIX- \$785

ROADSTER See Them Today.

Saxon Motor Car Co., 233 Texas St.

Quick Tire Service Phone 7007.

320 Texas St. All Sizes All the Time.

OPEN EVERY HOUR IN THE YEAR.

USED Automobiles Everything for Autos.

Selling Agent for Ford, Buick, Hudson, Cadillac, Hupmobile.

H. M. HATCHER, Phone 723. 315 Texas Street.

EL PASO RUBBER CO.

Agents for GOODRICH, DIAMOND AND UNITED STATES TIRES

Largest and Best Vulcanizing Plant. A. L. W. R. K. GUARANTEE

330 South El Paso Street. Phone 2334

CADILLAC SALES COMPANY

E. P. & S. W. BLDG. PHONE 5105

WINTON SIX El Paso Auto Sales Co.

4 Southwestern Garage. 210 N. Kansas St.

W. H. MARSH, MGR. Phone 6666

EL PASO OVERLAND AUTO CO.

Overland Automobiles and Willys Trucks

120-122 SAN FRANCISCO STREET. PHONE 170.

FISK RED TOP NON-SKIDS FOR FORDS, 5,000 MILE GUARANTEE

WESTERN MOTOR SUPPLY CO. Phone 528. 318 San Francisco St.

TIRES, TUBES

THE EL PASO AUTO SUPPLY COMPANY, (Inc.)

A. W. BULLOCK, Pres. Wholesale and Retail. W. G. SIEBKE, Sec.

CONGRESS, PULLMAN AND IMPERIAL

Tire Sundries and Supplies Vulcanizing, Gasoline and Oil. Phone 519

212-214 Texas St.

Oakland Cars Oakland Auto Sales Co.

I. H. C. Trucks A. H. Elmore, Gen'l Mgr.

407 Myrtle Ave. Tel. 1142.



NEW

SERIES 17

Forty Horse Power \$845

Forty Horse Power \$1050

In announcing the new SERIES 17 Studebaker Cars, Studebaker for the fifth time in its history, conclusively proves its ability to produce high class cars at moderate prices.

Incorporating a series of refinements in the general design, these cars stand supreme as the QUALITY cars of the season—typical exemplars of the highest development of automobile production by one of the world's ablest and most highly organized manufacturing institutions.

Greatly increased volume coupled with Studebaker's unexcelled manufacturing facilities and experience in designing and manufacturing motor cars of the highest quality have enabled us to offer these new Series 17 models at attractively low prices.

But it has long been axiomatic in the industry that Studebaker QUALITY is never to be measured by Studebaker PRICE—and the new SERIES 17 cars are only to be considered on standards of quality applying to cars for which you are willing to pay much higher prices—as the highest achievements of the GREAT manufacturing institution that for 64 years has held the esteem of the world as a QUALITY manufacturer.

We urge every man who expects to buy a car, no matter at what price, to see the new SERIES 17 models before he decides. More than 3,000 of the Studebaker Dealers are prepared to give demonstrations NOW.

STUDEBAKER

South Bend, Ind. Detroit, Mich. Walkerville, Ont.

Elliott-Garrett Co.

Phone 953 500-504 West San Antonio St.

AFTER RACING HONORS



MISS FRANCES THORNTON

ALTHOUGH several women have piloted aeroplanes, comparatively few women have essayed the difficult task of driving a racing automobile. Miss Frances Thornton, however, is a professional race driver and has driven her high powered car in competition with some of the best known drivers in the country. Miss Thornton is determined to gain the head of her profession. In her races she asks no favors because of her sex, but drives under the same conditions as do her male competitors.

So far Miss Thornton has had a particularly lucky career. Her only bad spill was made last October at Peoria, Ill., when she plunged through the quarter stretch inside fence, her machine turning end over end, severely injuring her mechanic. Miss Thornton escaped with only a few minor bruises and cuts. Miss Thornton has declared her intention of challenging Miss Katherine Dahlgren, amateur driver to a race.

FOUR-CYLINDER MODELS AND PRICES

Touring Car, 7-pass. \$545
Roadster, 2-passenger 525
Landau 1145

SIX-CYLINDER MODELS AND PRICES

Touring Car, 7-pass. \$1050
Roadster, 3-passenger 1025
Landau 1250
Coupe, 4-passenger 1800
Sedan, 7-passenger 1675
Limousine, 7-passenger 3500

HALF-TON COMMERCIAL CARS AND PRICES

Panel Delivery Car \$ 875
Express Body 850
Station and Storage Wagon 875

ONE-TON COMMERCIAL TRUCKS AND PRICES

Open Express, complete \$1200
Slate Body, complete 1250
Bus, 14-passenger, full equipment 1400

F. O. R. Detroit.